



E. I. DU PONT DE NEMOURS & COMPANY
INCORPORATED
WILMINGTON, DELAWARE 19898

CHEMICALS, DYES AND PIGMENTS DEPARTMENT

cc: E. C. Broge
J. A. Blumberg
M. A. Toomey
L. H. Papineau
J. E. Kramer
R. F. Mahlberg
R. N. Selby
S. F. West
R. J. Buch
A. S. Campbell
E. W. Stewart

February 15, 1980

DISTRICT MANAGERS
ASSISTANT DISTRICT MANAGERS
MARKETING REPRESENTATIVES

TI-PURE® TiO₂ SLURRY ORDER/SHIPMENT INFORMATION

We can improve slurry delivery service significantly during the coming busy season. The Sales Order Center is implementing changes in slurry order/shipment procedures that will help. However, to be successful, we need customers' cooperation in two areas:

- increased and reliable slurry order lead time.
- prompt turnaround of rail cars.

Please take the following prompt actions with all slurry customers---headquarters and local consuming plants (list attached).

- Cover the new Sales Order Center order/shipment procedure outlined in Enclosure I and leave a copy with each customer.
- Discuss the factors which make extended order lead time necessary to provide good slurry delivery service.
- Explain why prompt rail car turnaround is critical to maintaining good delivery service.

Enclosure II gives background information for the discussions with customers. Let us know if you need additional background.

Currently, no customer provides adequate lead time, so it's important that you reach all of them. We are developing complete lead time history by account for a portion of 1979. We'll forward this information to you when it is complete.


W. W. GREER


J. D. TRAVIS

WWG/JDT/efm
Enclosures

TI-PURE® TITANIUM DIOXIDE SLURRY ORDER/SHIPMENT PROCEDURES

- (1) All orders will be confirmed and shipped on a first in-first out priority.
- (2) Orders with a requested ship date three weeks or more after the date of receipt will be confirmed as received.
- (3) Orders with a requested ship date less than three weeks after the date of receipt will be referred to a product coordinator. Product availability will then be promptly determined before the requested or alternative ship date is confirmed.
- (4) Any alteration to a confirmed order will be treated as a new order and expedited based on the conditions outlined in (2) and (3).
- (5) Du Pont will pay the minimum distribution costs to deliver confirmed orders except when the delay in actual ship date is the fault of Du Pont.

2/8/80

TI-PURE® TITANIUM DIOXIDE SLURRY ORDER/SHIPMENT INFORMATION

The various "Ti-Pure" grades are produced sequentially during the month which means that at times there is no stock of a particular grade. The production schedule is set based on order demand. To change the grade schedule during a cycle, increases costs and reduces capacity. Therefore, we do not plan to initiate unscheduled grade changes this year.

Due to limited "Ti-Pure" TiO_2 slurry storage at our plants, the order lead time needed to give routine delivery service is three weeks between order entry and ship date in most cases. The Johnsonville plant, for instance, has only 4.5 days peak demand slurry storage. A minimum lead time of seven days is needed in all cases with the overall average at least 16 days. The alternative is unsatisfactory delivery service.

A key factor is having customers enter only realistic orders. Inflated order demand followed by cancellations would severely reduce the effectiveness of delivery service.

We must enforce our Rail Car Detention Policy to assure prompt return of rail cars. Our fleet is sized to allow us to provide good service to all customers so long as the cars are emptied and returned in a reasonable period of time. This is the real intent of the Policy. Obviously, when customers hold cars utilization is lowered---effectively reducing the fleet size---and increasing the likelihood of delivery-service problems. Therefore, from a service standpoint, prompt return is in the best interest of all customers. The only alternative is to add additional cars at considerable cost which ultimately must be reflected in higher prices. Again, from the customers' standpoint this is incentive for prompt return.

The same logic applies in cases where customers request extensions in free time. These should only be requested when there are sound business reasons. We need to get the cars back promptly and payment of detention charges will focus more attention on getting them back promptly. Slurry Rail Car Coordinators have been named at Johnsonville (Don McSorley) and Edge Moor (Art Ellis) to coordinate the prompt return of cars. They will be working with the district commercial assistants on problems requiring customer cooperation. These are new positions and should substantially improve turnaround time.

DU PONT COATINGS SLURRY FORECAST SUMMARY

ACCOUNT	NO. OF TANKS	TONS		NO. OF LOCATIONS
		1979 ACTUAL	1980 FORECAST	
M. A. BRUDER	1	1047	1100	1
CALIFORNIA PRODUCTS	1	531	500	1
COMERCO	2	161	1500	2
COTTER & CO.	2	1897	2150	1
DAVIS PAINT	1	0	280	1
DE SOTO	16	17382	19100	7
DUNN EDWARDS	1	1551	1800	2
DU PONT F&F	2	2842	7564	1
DUTCH BOY	1	2276	2500	1
FINE LINE PAINT	1	54	150	1
FRAZEE	2	202	1500	1
GROW GROUP	2	1415	1800	2
INSILCO	2	2352	2500	1
ENTERPRISE				
IOWA PAINT	1	111	200	1
KELLY MOORE	7	4156	4360	3

DU PONT COATINGS SLURRY FORECAST SUMMARY

ACCOUNT	NO. OF TANKS	TONS		NO. OF LOCATIONS
		1979 ACTUAL	1980 FORECAST	
KEWANEE	1	0	150	1
KWAL PAINTS	1	146	1200	1
LEHMAN BROS.	1	183	330	1
MOBIL CORPORATION STANDARD T	5	809	3310	4
BEN MOORE	2	787	1300	2
NATIONAL PAINT & VARNISH	1	72	70	1
NORTON & SON	1	225	250	1
O'BRIEN	2	1513	2000	4
PAINT & COATINGS CORP.	1	612	700	1
PARAGON PAINT	1	820	850	1
PARKER PAINT	1	0	100	1
PPG	9	5978	9250	5
PRATT & LAMBERT	3	1024	1160	3
PROCTOR PAINT	1	613	650	1
ROACH PAINT	1	767	750	1

DU PONT COATINGS SLURRY FORECAST SUMMARY

ACCOUNT	NO. OF TANKS	TONS		NO. OF LOCATIONS
		1979 ACTUAL	1980 FORECAST	
SAPOLIN PAINT	1	679	900	1
SCM	1	1127	850	1
SHERWIN WILLIAMS	3	2821	4900	3
STANDARD BRANDS	4	3458	4100	1
UNITED COATINGS	1	0	800	1
UNITED STATES REFINING	1	195	200	1
UNIVERSAL PAINT	1	0	100	1
VALSPAR	5	2366	2590	5
VISTA PAINT	1	338	350	1
WHITE LINE PAINT	1	90	150	1
	—	—	—	—
TOTAL	92	60600	84014	70

HWG/EFM

1/25/80

FEBRUARY 1, 1980

RUTILE SLURRY FORECAST SUMMARY EX. COATINGS

<u>ACCOUNT</u>	<u>NUMBER OF TANKS</u>	<u>TONS</u>		<u>NUMBER OF LOCATIONS</u>
		<u>1979 ACTUAL</u>	<u>1980 FORECAST</u>	
AMERICAN FAST PRINT	1	-	170	1
MEAD CORP.-ALABAMA KRAFT	2	1,032	1,000	1
MOBIL CORP.-CCA	2	1,752	1,500	2
SPECTRACHEM	1	168	170	1
OLINKRAFT	1	2,856	3,000	1
CELANESE CORP.	1	612	700	1
IMPERIAL WALLPAPER	1	156	250	1
LOWE PAPER	1	576	500	1
TOTAL	10	7,152	7,290	9

WNG:TLS

**"TI-PURE" LW-S
1979 SALES**

	<u>TONS</u>
BERGSTROM PAPER (NEENAH, WI)	1149
CHAMPION PAPERS (COURTLAND, AL)	122
ESMARK, INC. (DOVER, DE)	212
FRAZER PAPER (MADAWASKA, ME)	291
GEORGIA-PACIFIC (LYON FALL, NY)	333
INTERNATIONAL PAPER (BASTROP, LA)	220
INTERNATIONAL PAPER (JAY, ME)	63
INTERNATIONAL PAPER (TICONDEROGA, NY)	341
MEAD CORPORATION (ESCANABA, MI)	4501
NEWTON FALLS PAPER (NEWTON FALLS, NY)	257
POTLACH CORPORATION (CLOQUET, MN)	1161
RIEGAL PRODUCTS (MILFORD, NJ)	217
SCOTT PAPER (MUSKEGON, MI)	64
ST. REGIS PAPER (BATTLE CREEK, MI)	445
PACKAGING CORPORATION (RITTMAN, OH)	478
UNION CAMP (FRANKLIN, VA)	212
WESTVACO (LUKE, MD)	2526
WEYERHAEUSER (ROTHSCHILD, WI)	328
WEYERHAEUSER (PLYMOUTH, NC)	398

**"TI-PURE" RPS
1979 SALES**

	<u>TONS</u>
BOISE CASCADE(RUMFORD, ME)	783
CHAMPION PAPERS(PASADENA, TX)	3800
CONSOLIDATED PAPERS(STEVENS PT. MI)	15
CROWN ZELLERBACH(ST. FRANCISVILLE, LA)	59
GEORGIA-PACIFIC(TAYLORVILLE, IL)	127
GLATFELTER(SPRING GROVE, PA)	2
BROWN PAPER(KALAMAZOO, MI)	470
BROWN PAPER(PARCHMENT, MI)	341
HAMMERMILL PAPER(LOCK HAVEN, PA.)	168
INTERNATIONAL PAPER(BASTROP, LA)	30
INTERNATIONAL PAPER(CORINTHE, NY)	31
INTERNATIONAL PAPER(JAY, ME)	364
KIMBERLY-CLARK(MUNISING, MI)	235
MEAD CORP. (ALABAMA KRAFT) (MAHRT, AL)	1971
MEAD CORP. (ATLANTA, GA)	15
3M(LITTLE ROCK, AS)	793
RHINELANDER(RHINELAND, WI)	681
OLIN(PISGAH FOREST, NC)	1720
WATERVLIET PAPER(WATERVLIET, MI)	59
PENNTech(JOHNSONBURG, PA)	15
PORT HURON PAPER (PORT HURON, MI)	924
SIMPSON PAPER(RIPON, CA)	523
WEYERHAEUSER(LONGVIEW, WA)	922